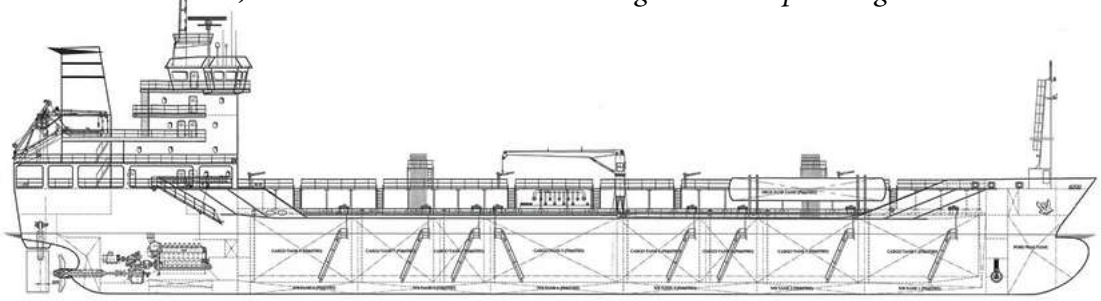
DEUTSCHE AFRIKA-LINIEN
JOHN T. ESSBERGER

news

October/2017 The Group's In-House Magazine www.rantzau.de

"John Augustus Essberger" joins Essberger chemical tanker fleet

Built in 2010 – 6,870 dwt – 16 stainless steel cargo tanks - operating since October



John T Essberger has successfully finalised the purchase of the second-hand chemical tanker "Blue Garnet" (6,870 dwt) from Delta Marine Engineering and Computer Trading Co. The IMO Type II oil/chemical tanker joined the Essberger Tankers fleet in early October 2017. The vessel will sail under the company's traditional name of "John Augustus Essberger". John Augustus Essberger (1856-1946) was born in Greenock/Australia, where his parents had emigrated to. He returned to Berlin in 1878 and became an engineer. After completing his training, he was employed by the water supply and heating company "Jacob Einstein & Co, Fabrik für Wasserförderung & Centralheizung" in Munich, whose co-owner was Hermann Einstein, father of the physics genius Albert Einstein. John Augustus Essberger worked his way up to become a member of the board of directors at the renowned electricity company Allgemeine Electricitäts-Gesellschaft (AEG). He was married to the English shipowner daughter Lucy Caroline née Bartz. They are the parents of the founder of today's shipping company John T Essberger. The "Blue Garnet/John

(continued on page 2)

DAL are showing their flag in the East Africa/Indian Ocean Islands trade

United Africa Feeder Line (UAFL) operate in a traditional DAL trade

United Africa Feeder Line UAFL operate in one of Deutsche Afrika-Linien's long-standing trades: East Africa and the Islands in the Indian Ocean and the Middle East. Quite a lot has changed here over the past years. Dr Dag-Sven Dieckmann, Managing Director of UAFL group, explains a few facts and strengths that are important in this trade.

STRATEGY: We are and will always be a niche player. We have vast know-how and can react quickly to changes on site. That is our key to success. Our customers can contact us 24/7, and we know most of them personally. We have a well-qualified team and long-term aims, as is customary only with owner-managed companies.

DEVELOPMENT OF THE ECONOMIC SITUATION: Just like all the other routes, this trade is clouded by overcapacity. But there has been slight improvement in that respect recently. However, due to the drop in prices of raw materials, many African countries are not growing as fast as they did three or four years ago. Things look a bit better now. Exports from our core regions, the Comoros and Madagascar, suffered additionally as a result of the weak euro, which reduced their purchasing power. The stronger euro is now helping somewhat.

IMPACT OF CHINESE INVESTMENT: The impact of Chinese investors is huge across the entire region, especially regarding infrastructure projects, road and railway construction, airports and ports. Chinese shipowners are not so active here yet but that will probably change in the next two or three years.

THE UAFL FLEET: The fleet currently comprises five ships: one of our own and four chartered vessels. But in times of high demand, we can react quickly by putting an additional vessel into service when we have more cargo – as we do now.

CARGO EMPHASIS: The main loading ports are Jebel Ali (Dubai) and Karachi (Pakistan), but we also transport cargo from Europe, Asia

(continued on page 2)

Six years ago, DAL took over United Africa Feeder Line (UAFL), which operate in East Africa and the islands of the Indian Ocean up to the Middle East. DAL thus returned to a trade in which it has 130 years of experience.

It was a courageous step to establish a new liner service in times when global shipping is in a crisis. The fact that we have successfully managed to place UAFL on firm foundations is mostly thanks to our committed, capable staff on site. They can be very proud of their work. Despite many setbacks, together we have pursued our concept with dedication and patience.

As a niche carrier, Deutsche Afrika-Linien are highly flexible and have a particularly close, very personal relationship with our customers in the region. At the same time we maintain a logistical cooperation with leading major shipowners in this trade. UAFL mainly call at remote ports with great importance on a local level. Furthermore, UAFL are investing in their own cargo handling and port facilities, and generating additional cargo with their own trading house.

But without the vast knowledge of the mentality of the people we are dealing with in this trade, without the ability to react to sudden political climate changes, without the trust that UAFL have built up, and without our good relations to official bodies, this success would not be possible. Here DAL's vast experience in Africa is of great advantage.

It will take some time yet before we have reached our goals. But we are on the right track to conquering and growing in this volatile but overall stable market.

Yours Heinrich von Rantzau

Canarship: agents under the sun

Deutsche Afrika-Linien's partner in the Canary Islands trade is a highly motivated team with a great reputation

The friendly Canarship team of Las Palmas, from left to right: David, Jean Paul, Javier, Alejandro, Borja, Yasmina, Monica and Carmen

The equally friendly team of DAL's agent Canarship on Tenerife: Jose Juan, Oscar, Byron, Carmen, Gema, Inma, Idayra, Jedey and Francisco

The development of the port of Las Palmas was already significant for the trades between northern Europe and West Africa during the late 19th and early 20th century. Mainly British shipping lines played a major role in the development of the port but also German shipping lines were calling at the port of Las Palmas. The export of fruit from the Canary Islands to northern Europe and the supply of coal to ships passing the island was the main commercial trade.

During the 1930s, the services to East and West Africa of German shipping lines Woermann Linie (WL), Deutsche Ost-Afrika Linie (DOAL) and Hamburg-Bremer Afrika-Linie (HBAL) were amalgamated under the name of Deutsche Afrika-Linien (DAL) and of all the shipping lines serving the Canary Islands in the late 1800s and early 1900s DAL is the only line still operating to the Canary Islands today.

As a curious anecdote, I'd like to mention that my grandfather, Mr Walter Sauermann, was one of the first German consuls in Las Palmas de Gran Canaria as well as the agent of Deutsche Afrika-Linien during the years 1922 to 1945. After almost 80 years since then, I'm proud to say that through the Romeu group, myself as grandson of Mr Sauermann, I am running the agency for DAL in the ports of Las Palmas de Gran Canaria and Santa Cruz de Tenerife.

The Canary Islands are familiar to everybody due to the nice weather conditions, the eternal sun, the unique nature and fine sandy beaches. Therefore the Canary Islands are one of the main touristic destinations in the world. There are seven islands divided in two provinces. One is the province of Gran Canaria including the islands of Fuerteventura and Lanzarote. The other province is Tenerife counting the islands of La Palma, El Hierro and La Gomera.

DAL is serving 4 of those islands with regular container traffic, port Puerto de La Luz in Las Palmas de Gran Canaria, port of Santa Cruz de Tenerife in Tenerife, port Puerto del Rosario in Fuerteventura and the port in Arrecife/Lanzarote.

The Canaries with its 2m inhabitants welcome around 14m tourists every year

Tourism is a steadily growing industry, actually booming due to the political situation of many countries in the Middle East. Therefore the focus of the Canary Island government is to improve the touristic development and to attract a high level of tourism.

In 2000, the Romeu group took over the agency for DAL in the Canary Islands. The Romeu group is a well-known logistics company in Spain with offices in most of the Spanish ports as well as in North Africa and Portugal. In the Canary Islands we operate under the name of Canarship S.L., one of the ship agency companies belonging to the Romeu group, and during the past 17 years our team had the privilege of serving a company like DAL and has provided all kinds of services like transhipments, vessel attendance, container handling, etc.

In 2014, due to changes in the SAECS service and operational requirements of one of the SAECS partner lines, DAL needed to move its transhipment hub for containers to/from the Mediterranean area from Las Palmas to Algeciras on the southern tip of Spain. We regret not being able to attend the DAL vessels at our harbour in Las Palmas de Gran Canaria anymore. Nevertheless we are pleased that DAL are still serving the islands in partnership with OPDR as a slot charterer.

DAL have an active market presence in the islands and the team of Canarship is selling DAL's services as a truly customer-oriented shipping line with a dedicated customer service which is highly appreciated by our customers.

Our teams in Las Palmas and Tenerife use the DAL IT support tools on a daily basis and bills of lading, manifests, customs docs, etc. are processed for the delivery of all those products coming from northern Europe which are necessary for local consumers. The Canary Islands need to be supplied with almost everything regarding consumer goods and food. There are some container exports, apart from the tomato and banana export, which is carried out by dedicated charter vessels.

Our team is led by myself, Javier Delgado Sauermann, as Agency Manager of our offices in Las Palmas de Gran Canaria and Tenerife with the support of Alejandro Cambreleng and Inma Rojas in the Sales department, Carmen Gonzalez, Magda Fleitas and Gema Leon in Customer Service and Administration, and Borja Ribas and Monica Santana are responsible for equipment control and customs formalities.

(See DAL/JTE News interview on page 8)

New tanker for Essberger

(continued from page 1)

Augustus Essberger" is a single-deck, single-screw motor ship with a double bottom and double skin, it has Framo cargo and ballast pumps without a pump room, stainless steel (duplex) cargo tanks and Ice Class 1A.

The specifications are: length overall 119.1 m, beam 16.9 m, depth 8.40 m, main engine MaK 8M32C, 3840 kW, accommodation 10 cabins with single berths, fully air conditioned, speed 13.0 knots.

DAL back in Indian Ocean

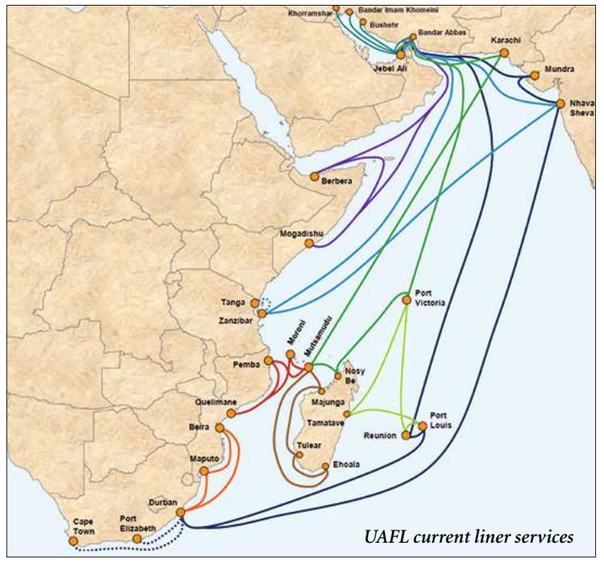
(continued from page 1)

and Latin America. The exports consist mainly of agricultural produce, and the imports are made up of consumer goods as well as cement. We also carry break-bulk cargo, heavy equipment for projects, and yachts for the Seychelles.

WEATHER: Luckily we haven't had a severe cyclone for a long time. Early this year a cyclone hit Madagascar, which had serious effects. Bad weather leads to delays from time to time.

UAFL head office team (front row, left to right): Ludovic Marie, Tassee Mewhoor, Valerie Montou, Lomie Tapela; second row: Ole Radünzel, Audrey Ladouceur, William Bland, Michael McKeown, MD Dag-Sven Dieckmann, Alexis de Fromont, Kevin Venkatasamy (not available: Sunjeev Peetumber)

UAFL containers – a welcome sight on the Indian Ocean Islands



UAFL current liner services

- ***MEX Middle East Express***
  Karachi – Jebel Ali – Port Victoria – Nosy Be – Mutsamudu – Karachi
- ***MEX Middle East Express 2***
  Nhava Sheva – Jebel Ali – Zanzibar – Nhava Sheva
- ***MISA Service***
  Durban – Port Louis – Reunion – Jebel Ali – Mundra – Nhava Sheva – Durban
- ***SOMEX Service***
  Jebel Ali – Mogadishu – Berbera – Jebel Ali
- ***MASSEY Service***
  Reunion – Port Louis – Tamatave – Port Victoria – Reunion
- ***Quelimane Shuttle***
  Mutsamudu – Moroni – Quelimane – Pemba – Mutsamudu
- ***MOZ Express***
  Durban – Maputo – Beira – Durban
- ***Madagascar Feeder Service***
  Mutsamudu – Ehoala – Tulear – Majunga – Mutsamudu
- ***Iran Feeder Service***
  Jebel Ali – Bandar Abbas, Bushehr, Bandar Iman Khomeini, Khorramshar and v.v.

UAFL: working hard in paradise

Our teams combine local knowledge with ambition

Palm leaves flattering in the wind, the sun shining on the turquoise water reflecting the perfectly blue sky. A seagull screeches. Suddenly a gust carries fine dust onto your white shirt. Hooting and beeping of heavy machinery. No, you are not at the beach enjoying a cocktail. You are standing in the middle of the quay of a small port in West Madagascar, watching the bustling activity of sweaty men clad in donated clothing with the logos of American colleges or candidates of long forgotten election campaigns, stuffing bagged peas into containers, taking cement bags out of others.

Trucks entering and leaving the yard. A loyal client explains: "This is my business. It is tough and prices have come down. Competition is strong. But we are happy that UAFL is here to help us. This gives us more choice and options. Insha'Allah. We appreciate the fast response times, competitive prices and personal, local care. It is very easy to do business with you! That is what we like most when dealing with you. The ease of business!"

A scene which is repeating itself in many ports of the Indian Ocean region.

Significant carrier

Over the years, UAFL have established themselves as a significant regional carrier serving primarily niche ports in eastern Africa, in the Seychelles, Tanzania (Zanzibar and Tanga), the Comoros, Madagascar, Somalia, Mozambique and Mascarene Islands. They are all small markets in a challenging operational environment and a large degree of seasonality. These countries heavily rely on the importation of staple commodities: rice, foodstuff, cement, cooking oil, construction material and clothes.

UAFL connect those markets in a dense network of own services and partner lines with the Middle East, the Indian subcontinent, the Far East, South Africa and Europe. It is a network that has shrunk, grown, and adjusted depending on supply and demand as well as the ability to serve markets many other carriers do not deem sufficiently interesting or simply too complicated to serve. In collaboration with their parent company DAL and other globally or regionally operating shipping lines, UAFL have found their place. It is survival of the fittest, and fit means the capability to adjust and quickly anticipate and react to market developments.

Its multinational, diverse team with staff from Mauritius, Kenya, the UK, Zimbabwe, France, India, South Africa, the Comoros and Germany offers solutions and a straight-forward, hands-on and personal service that creates value for customers. Customers who prefer a product beyond anonymous call centres, digitisation and automation.

Own agency offices

Further, own agency offices in Dubai, Mombasa, South Africa, Mozambique and the Comoros, along with partner agencies on three continents enable UAFL close proximity to customers and the market in general. Containerised and break-bulk shipping is only one of the pillars of the UAFL group. Its sister company Anjouan Stevedoring Company (ASC) has the concession to operate the port of Mutsamudu, which has become a beacon of professionalism and productivity in the region – also serving as UAFL's local transhipment hub. Eastbourne Maritime Trading (EMT) is another member of the group, specialised in trading the staple commodities forming the backbone of cargo moved on UAFL's network. And Spanfreight Shipping (SSL) operates the back-office functions of the UAFL group along with the operation of owned agency offices in the region. These four companies, embedded in the larger DAL group, complement each other and form a formidable cross-functional team.

The focus is on Africa and vast local experience coupled with the ambition to grow and deliver an excellent product makes UAFL a force to be reckoned with. Whilst perhaps small on a global scale UAFL are a significant regional player and are the shipping line of choice for many companies looking for a shipping and logistics solution in the Indian Ocean.

If you don't know us yet, try us!

DAL Schiffahrts-Agentur Hamburg and Bremen: 18 experts working together to live up to customer requirements

DAL Schiffahrts-Agentur (DALSA) with offices in Bremen and Hamburg is 100% owned by DAL Deutsche Afrika-Linien and represents its parent company as shipping agent in the German market. The liner services covered are the traditional trade between Europe and Southern Africa (SAECS) as well as the trades between Europe and the Canary Islands, the Indian Ocean Islands and all trades offered in the Indian Ocean and Eastern Africa region by the DAL affiliate United Africa Feeder Line (UAFL). We also have expertise in the break-bulk and project segment and also represent the carrier Maritime Carrier Shipping (MACS).

ISO 9001 and 14001 certified

A team of 18 very experienced and highly motivated experts, eight in Hamburg and ten in Bremen, work closely together ensuring that our customer requirements are best handled. Two dedicated automotive desks in each office compliment the full service package which we render our valued customers in this market segment. As shipping agents we take care of all the regular routine tasks for our principal and clients, quickly and efficiently. We are ISO 9001 and 14001 certified and the complete service delivery is performed by our local dedicated teams. We do not outsource any functions to service centres in Asia.

Who are the people who care for your shipments in Germany? Hamburg: Head of Department and MD Sylvia Bräkling-Stümer, Team Leader Customer Service Anja Seineke, Customer Service Gudrun Müller-Petersen, Sven Wilk, Isabelle Voß, Lennart Bleckmann, Customer Service & Automotive Desk Gerrit Haller, Felix Lenné.

Bremen: Branch Manager and Senior Sales Manager Marc Streuer, Sales Andreas Bachler, Inside Sales Lynn Krumtünger, Customer Service Monika Martin, Kathrin Glaubach, Documentation/Service Delivery Susanne Jung, Jörn Weidner, Henning Bosum, Customer Service & Automotive Desk Ramona Kurth, Linda Kempf.

We all are there for our customers, from early morning to late evening, five days a week and can be reached if required over the weekend on dedicated mobile phones. Who does not know us yet should try us out!

DALSA Team Bremen (from left): Marc Streuer, Monika Martin, Henning Bosum, Linda Kempf, Jörn Weidner, Kathrin Glaubach, Lynn Krumtünger, Susanne Jung and Andreas Bachler (not available: Ramona Kurth)

DALSA Team Hamburg (from left): Anja Seineke, Lennart Bleckmann, Sven Wilk, Sylvia Bräkling-Stümer, Gudrun Müller-Petersen, Gerrit Haller and Felix Lenné (not available: Isabelle Voß)

The new gang of Azubis

Anna Katharina Eidenschink, 21, is from Eutin, works for JTE and likes to take care of her horse in the country

Lars-Niklas Klamt, 22, from Hamburg works for JTE. He plays football and golf when off duty

Merle May, 18, from Winsen/Luhe is with DAL. She likes travelling, learning languages, reading and swimming

Trainees from Holland

Björn Borbe, Director HR Sea (from left) presents new Essberger cadets in Holland: Mark Westerterp, Neeltje Cornelia Van Der Krogt, Douwe Jelle Deelstra, Julian Mohamed George Geelen and Coen Marcel Becker

How to become an "Azubi" in our Group of Companies

Get to know the world of shipping, be among the best and even get paid for it

Hamburg has a big harbour and is Germany's gateway to the world. Its wealth is based on shipping and trade. Would you like to become a part of Hamburg's maritime business, too?

To become a part of this, it starts with a well-founded traineeship. The Deutsche Afrika-Linien/John T Essberger (DAL/JTE) Group offers you the ideal opportunity to do so. With its more than 100 years of experience, international connections around the world, our widely diversified and medium-sized family-owned company has many opportunities for you. That is precisely the reason why our trainees are always among the best when the final exam results are announced.

If you want to find out more about our company, visit our website www.rantzau.de. Rantzau is the name of the family who runs the company.

WHEN DO THE TRAINEESHIPS AT DAL/JTE BEGIN?

Our trainees start on 1 February and on 1 August each year.

WHO CAN APPLY FOR A TRAINEESHIP?

Our focus groups are candidates holding a university entrance qualification (Fach-/Abitur), college dropouts or candidates holding an MSA (Mittlerer Schulabschluss). The latter can obtain their "Fachhochschulreife" during the traineeship.

HOW LONG DOES THE TRAINEESHIP TAKE?

At our company the traineeship to become a qualified shipping specialist takes 2.5 years. During this time, the trainees switch between working at the company and attending school. During their time at the company, the trainees move from one department to another, starting with A for Agency to S for Ship Management. The classes take place at "Handelsschule Berliner Tor" in a block-release format.

DO THE TRAINEES GET PAID?

Of course! The current salary is in year 1: 725 euros, in year 2: 850 euros, and in year 3: 975 euros.

Dedicated to the apprentices: Silke Steinfurt and Svenja Albrechtsen of the Human Resources Shore team

HOW DO I APPLY FOR A TRAINEESHIP AT DAL/JTE?

Please send your complete application (cover letter, CV, school certificates and, if applicable, certificates from internships and part-time jobs) preferably via email to apprenticeship@rantzau.de. Please state clearly in your application why you wish to do shipping specialist traineeship.

We recommend you apply one year in advance because our selection process starts very early. This means you should ideally apply before you leave school or before you go abroad (e.g. Work & Travel). Gaining international experience in other countries beforehand can later be beneficial to your career. If you need any further information you are welcome to contact our HR Shore department. The contact persons are Silke Steinfurt and Svenja Albrechtsen. You can reach Ms Albrechtsen via phone (040/38016414) or via email (svenja.albrechtsen@rantzau.de).

WHAT DOES THE SELECTION PROCESS LOOK LIKE?

Our selection process consists of several steps:

- Collection of all incoming applications
- Detailed study of all incoming applications, resulting in a shortlist
- Interviews with the shortlisted candidates
- Assessment centre
- Applicants are accepted or refused in our traineeship programme

WHAT STRENGTHS SHOULD THE CANDIDATES HAVE?

The personality of our future trainees is key in the selection process, because it is important for us that our trainees can identify themselves with our Hanseatic corporate culture and will enjoy working for our company on a long-term basis. Besides the applicants' personality, a good knowledge of the English language is important because the language in the shipping industry is English and we work with many international customers.

DOES DAL/JTE HAVE A DRESS CODE?

There is no strict dress code. But you should keep in mind that our company has many international guests who visit our company. To show respect to those visitors, appropriate clothing is expected.

WHAT JOB OPPORTUNITIES DO I HAVE AFTER FINISHING THE TRAINEESHIP?

For those who would like to stay in our company we try to offer a job within the Group. However, we cannot make any promises that there will be vacancies at that time. Often the respective departments already voice their interest in specific trainees during the traineeship. A large number of our long-term employees started their professional careers as trainees in our company. We are known for long-term employment, either here in Hamburg, in one of our agencies in Germany or abroad.

Max Meyer-Loos, 23, trainee in his second year

DAL/JTE NEWS: Why did you apply at the DAL/JTE Group?

MAX MEYER-LOOS: Actually, I wanted to become an officer in the armed forces. That's why I initially joined the Bundeswehr and eventually became a lance corporal. Following the advice of my friends who were already working in the shipping industry, I did an internship at a shipping company during my holidays. It "clicked" right away. Thus, I applied for a shipping specialist traineeship.

DAL/JTE NEWS: Why did you choose our company?

MAX MEYER-LOOS: My friends recommended it to me; they knew DAL/JTE from school. The company has a good reputation among the trainees at school, because everything that's taught in school is offered here at first-hand. To be sure, I also asked the father of a friend, who actually works in the shipping industry. Of the companies he recommended, DAL/JTE was top of the list.

DAL/JTE NEWS: Did his advice prove to be right?

MAX MEYER-LOOS: Yes, because you get to know so many departments here, which is a great advantage. I'm specialising in tramp shipping, so I'm learning about chemical and bulk carriers. And I realised what is most interesting to me: the Operations and Chartering department. It confirmed what I had found most fascinating: dealing with ships and crews, agents and brokers, and with international customers. You learn how to solve problems quickly because it's a fast business. Even as a trainee, the departments give me a lot of tasks I can work on independently. And I have the chance to go on board of various ships.

Whereabouts

October 2017

Ship's name	Master	First Mate	Chief Engineer
Alcedo	Thomas Kijzers	Sander De Bos	Gerlof Tijink
Amalie Essberger	Krzysztof Osuch	Piotr Bes	Marek Ptasznik
Anneliese Essberger	Peter Troost	Tim Hastir	Teunis Oskam
Ardea	Jeroen De Koster	Roger Oenema	Sijbren Mollinga
Caroline Essberger	Hendrik Nienhuis	Sjoerd Rijndorp	Pieter Pasterkamp
Christian Essberger	Krzysztof Niedzielski	Arkadiusz Duczynski	Zbigniew Biernacki
Dutch Aquamarine	Gerardus Wijnands	Chris De Boer	Hendrik Van Schoonhoven
Dutch Emerald	Louis Kint	Krzysztof Maniecki	Hendrik Berg
Dutch Faith	Adolph Kamphuis	Slawomir Narloch	Johannes Laurey
Dutch Spirit	Theo Keizer	Wojciech Nowak	Serge Van Der Pol
Eduard Essberger	Grzegorz Klepacki	Quirino II Agot	Valeriy Bashkurov
Ellen Essberger	Adam Incewicz	Daniel Kubacki	Ruslan Krupko
Elsa Essberger	Remigiusz Jarebski	Pawel Bula	Dmitry Shcherbov
Georg Essberger	Jose Teixeira	Valeriy Dorofeev	Guilherme Bacelar
Johann Essberger	Zarko Boko	Juris Jurionas	Valerii Mersiianov
John Augustus Essberger	Jaroslaw Spors	Bartosz Selau	Herbert Farkas
Koralia	Yudo Wiropati	Bryan Magdula	Oleg Burlachenko
Liesel Essberger	Dariusz Swierkosz	Daniel Szarzynski	Leonid Volkov
Lisa Essberger	Alex Buren	Willem Schot	Marten Bosma
Lucy Essberger	Albert Ten Wolde	Albertus Konijn	Johan De Jong
Maersk Launceston	Miroslaw Drozewski	Rafel Nones	Jacek Wojcicki
Patricia Essberger	Robert Waldon	Marcin Harasim	Grzegorz Topolewski
Philipp Essberger	Andrey Grzhibovskiy	Tomasz Rembisz	Piotr Kret
Selinda	Rubin Pavlov	Yuriy Poglod	Danut Daniel Oprea
Swakop	Oleksandr Grytsyuta	Andriy Stoyakin	Gleb Kolechkin
UAFL Zanzibar	Mariusz Pleskacz	Angie Mae Cagud	Nicusor Medrihan
Ubena	Pavlo Klyuyev	Marcelo Borbon	Costica Tuca
Ulanga	Eugeniusz Naciuk	Ruslan Blazhyyevsky	Andrzej Szyca
Ursula Essberger	Karel Van Der Klooster	Jakub Nadaj	Marinus Kroon
Wilhelmine Essberger	Hubertus Meulenberg	Pieter Labee	Stefan Kluijfhout
Zambesi	Kostiantyn Kharchenko	Oleksandr Glebov	Konstantin Khardin

Farewell to Mr Kuchar

After 46 years of working for Deutsche Afrika-Linien, Siegfried Kuchar is retiring from the Operations Liner Services department. In addition to his long service for the company Siegfried Kuchar has gained much respect in his role as chairman of the works council, to which he was elected in 2012. At his farewell reception in the Gartensaal hall in the Essberger building, he was accompanied by his wife Angela. In his speech, Eberhart von Rantzau thanked him for his loyalty to the company and his cooperation as chairman of the works council.

Siegfried Kuchar comes from Nördlingen in Swabia and had dreamed of working in shipping even when he was a child. And because there is no sea or major river in Swabia, he moved to Hamburg. He started his career as a boy on the training ship "Karonga" of John T Essberger and remained loyal to DAL/JTE – apart from a short two-year stint at another shipowning company – to eventually become a qualified Captain.

After 11 years at sea, Siegfried Kuchar switched to a job on shore. He was the Terminal Representative at Burchardkai, Stowing Consultant, Container Controller, Accounts Controller and a Packer all in one, and even found the time to negotiate salaries with HHLA on the workers' behalf. Containers were soon the focal point of his work. He helped set up the new DAL reefer container fleet and assisted with setting up the MAP system, and supervised the production of new containers on site in China. DAL's Managing Director Hartmut Luehr said: "The fact that our reefer containers are among the most energy-efficient, most eco-friendly and most economical on the market is thanks to Siegfried Kuchar!"

Mr Siegfried Kuchar and Mrs Angela Kuchar at the farewell reception with Dr Eberhart von Rantzau on 6 October 2017

European Vice-Champion in hockey

Tim-Olaf Nagel, a qualified architect and Head of the Facility Management department of our Group of Companies, is a man who stands firmly on his feet: he is the goalkeeper of Germany's national O50 hockey team. At the Euro Masters Championships in Tilburg/Netherlands in August, he and his team took second place. Following a 2-1 victory against France, a 2-1 victory against Scotland and a 1-1 draw against Italy, Germany took first place in their group. In the semi-final, Germany played their archrival the Netherlands and eventually won the dramatic match 3-2, despite being a goal down twice. It was only in the final that the initially far stronger German team was finally beaten 0-3 by England's physically fitter players. The German team was overjoyed nonetheless, because it was the first time ever that a German O50 team had made it to the final.

Aus der Reederei-Familie

Jubiläen

25 Jahre

Herr Teunis Floris Oskam, *C/E*
01.11.1992

10 Jahre

Frau Elke Münsterberg
Ship Management
01.10.2007

Herr Tim-Olaf Nagel
Facility Management
01.10.2007

Herr Jose Jr. Villena Quito, *3/O*
23.10.2007

Herr Oleksandr Samusenko, *C/E*
11.11.2007

Herr Tomasz Rembisz, *C/O*
30.11.2007

Besondere Geburtstage

90 Jahre

Frau Erna Schmeelke
11.11.1927

80 Jahre

Herr Jürgen Jobs
22.09.1937

Frau Margot Otto
01.10.1937

Herr Hans-Eggert Buhmann
08.10.1937

75 Jahre

Herr Dieter Mann
27.08.1942

Frau Sigrun Hartung
06.12.1942

70 Jahre

Herr Paul Hopfen
30.09.1947

65 Jahre

Herr Ulrich Eggert, *IT*
31.10.1952

60 Jahre:

Herr Jan Hammer, *COO JTE*
03.10.1957

Herr Saturnino Inato Yuson, *C/E*
14.10.1957

geheiratet hat

Frau Brit Röttger, *MCT*
September 2017

Wir gratulieren zur Geburt eines Kindes

Frau Julia Piirala,
Facility Management –
Iida Eveliina am 17.07.2017

Herr Jörn Weidner,
DALSA Bremen –
Mads Niklas am 27.07.2017

Herr Björn Borbe, *ECS* –
Valentin Johann Gabriel am
18.09.2017

Neue Mitarbeiter an Land

Herr Jasper Cambeis
Essberger Tankers

Herr Eugen Chlebnikov
IT

Herr Per-Christian Dettwiler
Essberger Tankers

Herr Alexander Friebolin
DSA Stuttgart

Herr Van-Tien Hoang
DSA Düsseldorf

Frau Britta Sengstake
Essberger Tankers

Frau Michaela Steinhöfel
Facility Management

Herr Christian Vang
Essberger Tankers

Ausgelernte Auszubildende an Land

Frau Jana Dammann
Trampfahrt

Herr Leonard Kruschel
Trampfahrt

Frau Katharina Mallock
Linienfahrt; jetzt: Accounting

Neue Auszubildende an Land

Herr Lars-Niklas Klamt, *JTE*

Frau Merle May, *DAL*

In den Ruhestand treten / traten

Herr Siegfried Kuchar, *DAL*
zum 01.10.2017

Herr Ulrich Eggert, *DAL*
zum 01.11.2017

Herr Wolfram Fiolka, *DAL*
zum 01.12.2017

Wir gedenken

Hans-Gerhard Flies (79 Jahre)
Juli 2017
ehemals DAL

Hildegard Häcker (86 Jahre)
Juli 2017
ehemals DAL

Captain Neil Clifford Brown

Cement carrier "Valbella" was sold to new owners after almost 20 years with JTE

Capt. Brown and "Valbella" leave

Goodbye "Valbella", goodbye Captain Brown! "Valbella" was built at Halla Engineering & Heavy Ind. in South Korea as cement carrier "Hall No. 5" for Hall Maritime Corp and traded mainly between Korean ports. Her tonnage was 5,286 GRT, 9,146 dwt, her dimensions 113.5 x 17.70 metres and she was delivered in December 1992. In 1998, Transocean Shipmanagement was appointed Manager and Operator, in 2000, JTE became her owner, and the vessel proceeded to the waters of the Indian Ocean. In 2004, she was renamed "Valbella" and JTE was appointed Manager/Operator. In recent years, "Valbella" was in service in the Mediterranean. In 2017, after ending a charter with Lafarge she was sold. Leaving us also is her long-time Master Captain Neil Clifford Brown. Captain Brown, now at the age of 67, was born in East London/South Africa and served our company for 27 years, 11 months and 28 days. In his early years he served as an Officer on our South Africa ships like "Stellenbosch", but as of the beginning of 1979 worked in the cement carrier trade. He started as C/O on "Floria", he was appointed Master on "Helvetia" in 1987 and from 2010 to now he was Master on "Valbella". All the best for the future!

"The Canary Islands container trade is a niche – and that's what we specialise in"

As a Commercial Manager with Deutsche Afrika-Linien Thomas Tausendfreund offers vast experience in this region

Thomas Tausendfreund, Commercial Manager in the Trades department at Deutsche Afrika-Linien, is responsible for the trades from northern Europe to the Canary Islands and southern Europe (Italy, Spain and Portugal) to South Africa. He spoke about the latter with DAL/JTE News.

DAL/JTE NEWS: Mr Tausendfreund, we mainly see the Canary Islands as a holiday paradise, not so much as an agricultural producer and even less as an industrial site.

TAUSENDFREUND: The trade between Europe and the Canary Islands is not as big as between Europe and South Africa, for example. It's a very small trade in global terms and a niche market. That's what we specialise in as a regionally operating container carrier.

DAL/JTE NEWS: What goods are exported to the Canary Islands and what is imported to northern Europe?

TAUSENDFREUND: The Canary Islands' primary income is based on tourism. Since the resources on the islands are very limited, most agricultural products, building materials, consumer products including textiles and furniture and substantial amounts of foodstuffs for the supermarkets and hotels have to be imported. As the Canary Islands are also a popular destination for cruise ships, Las Palmas is an ideal port to supply the vessels with all sorts of provisions – including fresh and frozen food and beverages. Large volumes of potatoes are also imported from the UK and Scandinavia. Exports from the Canary Islands are not so plentiful, of course. They consist mainly of tomatoes and bananas.

DSL/JTE NEWS: What kind of service can you offer your customers?

TAUSENDFREUND: After it was decided in 2013 that our service between Europe and South Africa would no longer call at Las Palmas on both the southbound and northbound voyages we came to an agreement with the Hamburg-based Oldenburg-Portugiesische Dampfschiffs-Rhederei (OPDR) to charter slots on their service. They have been calling at the islands since 1910 whereas Deutsche Afrika-Linien's experience dates back even further. The islands are served with 1050 TEU ships on a weekly basis, sailing directly from the ports of Hamburg-Rotterdam-Tilbury-Antwerp to the main islands Gran Canaria and Tenerife. Containers for the islands of Fuerteventura, La Palma and Lanzarote are transhipped in Las Palmas. Moreover, our customers receive the same personal service that Deutsche Afrika-Linien are renowned for. Customers who phone us don't end up in some anonymous call centre but speak to qualified members of staff who are always keen to help.

DAL/JTE NEWS: How would you describe the Canary Islands' economic development?

TAUSENDFREUND: There was a time when everyone on the Canary Islands just left things the way they were. However, over the last few years this has changed and a lot of investment has been made, especially in providing more comfort and service for the tourists. The Canary Islands have benefitted from the uneasy situation regarding safety in traditional tourist areas such as North Africa and Turkey. On the whole we are witnessing a decline of mass tourism and the trend is now towards high-quality, more individual experiences. Money is being spent on offering better hotel accommodation and sports facilities, and also on building bicycle lanes, for example. The increased number of tourists visiting the islands is resulting in slightly increased volumes of containers from northern Europe.

In addition, due to its geographic location the deep water port of Las Palmas is an ideal location for oil platforms and off shore supply vessels that are being parked, serviced and supplied with provisions in Las Palmas or Santa Cruz de Tenerife.

Thomas Tausendfreund, 51, has been working for Deutsche Afrika-Linien for 11 years. He is a qualified shipping specialist and has vast experience in the sales sector. He first joined DAL Schiffahrts-Agentur (DALSA), where he gained initial insights in the Canary Islands trade. His firm knowledge of the market come in handy when dealing with DAL's agent on the Canary Islands (see Portrait page 2), with whom he has a friendly business relationship based on trust. Regular visits to the islands strengthen this cooperation.

Port de Luz is the main container hub of the Canary Islands and located in Las Palmas

For more information on the **DAL/JTE Group** please contact Svante Domizlaff, tel: +49 (0)40 38016-611, email: svante.domizlaff@rantzau.de or the German head office
Deutsche Afrika-Linien Palmaille 45, 22767 Hamburg, tel: +49 (0)40 38016-392, fax: +49 (0)40 38016-255, email: michael.davies@rantzau.de or
DAL Agency Durban, Sharaf House, 1st Floor La Lucia Ridge Office Estate, Umhlanga/Durban 4051, RSA, tel: +27 (0)31 5829400, fax: +27 (0)31 5829401 or
John T. Essberger Palmaille 45, 22767 Hamburg, tel: +49 (0)40 38016-0, fax: +49 (0)40 38016-579, email: chartering@essberger.biz